

Message Text

UNCLASSIFIED

PAGE 01 ROTTER 00242 141418Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----012949 141420Z /47

P 141200Z APR 78
FM AMCONSUL ROTTERDAM
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 2585
AMEMBASSY PARIS
AMEMBASSY THE HAGUE
AMCONSUL AMSTERDAM

UNCLAS ROTTERDAM 242

USDOC PLEASE CALL PETER FIELD, EXTENSION 5373, IMMEDIATELY
ON RECEIPT
PARIS FOR USTC/AUFRICHT

E.O. 11652: N/A
TAGS: BEXP, NL, FR
SUBJ: AQUATECH 78

REF: A) HAGUE 2024, B) USDOC 06410, C) USDOC 06028,
D) HAGUE 1508, E) USDOC 04932

WE HAVE CONTACTED COMPANIES PER REFTELS FOR PARTICIPATION
IN AQUATECH WITH FOLLOWING RESULT:

1) AD AURIEMA EUROPE IS WILLING TO PARTICIPATE UNDER THEIR
OWN NAME WITH PRODUCTS OF TWO U.S. FIRMS, ONE OTM AND ONE NTM.
HOWEVER, AD AURIEMA EUROPE WANTS TO RESERVE ONLY ONE BOOTH
FOR 1,450 U.S. DOLLARS BASED ON NTM FEE PLUS OTM FEE DIVIDED BY TWO.
AURIEMA IS BARGAINING BECAUSE THEY HAVE RESERVED THEIR ENTIRE
PROMOTION BUDGET FOR FIAREX ANOTHER MAJOR SHOW IN THE NETHERLANDS.
THEY ARE PREPARED TO SQUEEZE THEIR BUDGET IF USDOC CAN ACCEPT
FEE OF 1,450 DOLLARS IN THEIR CASE FOR TWELVE SQUARE METER
AREA. PLEASE ADVISE US AS SOON AS POSSIBLE IF THIS IS ACCEPTABLE.
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2) ACCORDING TO AQUATECH ORGANIZERS LAVAL SEPARATOR IS NOT REPEAT
NOT IN THEIR RECORDS AS DIRECT PARTICIPANT. IT IS POSSIBLE THAT
LAVAL WILL BE PARTICIPATING THROUGH LOCAL AGENT. PLEASE CHECK
AGAIN WITH LAVAL IF THEY ARE PARTICIPATING UNDER ANOTHER NAME
AND ADVISE US.

3) HYDROCHEMIE-CONHAG AND W.A. BRINK EN ZOON WILL PARTICIPATE DIRECTLY AND ARE COMMITTED TO SPACE RESERVATIONS. PARTICIPATION IN OUR PAVILLION, THEY SAY, WOULD RESTRICT EFFECTIVE PROMOTION OF THEIR NON-U.S. PRODUCT LINES.

4) CENCO INSTRUMENT B.V., HITMA B.V. AND WATER ASSOCIATES B.V. INFORMED US THAT THEY DISPLAY THEIR U.S. PRODUCTS AT HET INSTRUMENT WHOSE ORGANIZERS RESTRICT PARTICIPANTS FROM EXHIBITING SAME PRODUCTS IN ANY OTHER EXHIBITIONS. IT MAY BE POSSIBLE FOR U.S. FIRMS TO PARTICIPATE UNDER THEIR OWN NAMES.

5) BLOMMERS B.V., ANACONDA B.V. AND HOMELITE-TEXTRON HAVE KITS BUT HAVE NOT YET MADE UP THEIR MINDS. DECISION WILL BE MADE AFTER INTERNAL CONSULTATIONS WITH DIVISION MANAGERS. WE WILL REPORT DEVELOPMENTS.
CHRISTIANO

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NNN

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